

ALUMNI SUCCESS STORY 1

ABOUT ME

A strategic contributor with an experience of 12+ years of Entrepreneurial journey, working with Product and Services companies. I carry demonstrated leadership skills with a good track record of building internal team, managing external teams and vendors with a penchant for maintaining a strong relationship with whomever I interact and do business.


HIGHLIGHTS

- | | | |
|------------------------------|---------------------------|---------------------------------------|
| • Strategic planning | • Project Management | • Operational analysis |
| • Team building | • Critical thinker | • Process planning and implementation |
| • Concept & Product designer | • Vendor development | • Business development |
| • Crisis management skill | • Good Negotiation skills | • Post-sales support |



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Decade and Half Entrepreneurial experience

- CEO, Sandbox Startups of Deshpande foundation
- Head of Operations and delivery at Zentron labs Pvt. Ltd
- COO & Co-Founder at M/s Get2Galaxy Technology Solutions Pvt. Ltd
- National Manager-Technical at M/s ATeN Systems & Technologies Pvt. Ltd.
- Director at M/s Cadmaxx Solutions Pvt. Ltd.

*CEO, Sandbox Startups of Deshpande Foundation,
Sandbox Startups of Deshpande Foundation (www.sandboxstartups.org)*

A Central Government Recognized TBI, which is a part of Deshpande Foundation, with a vision to promote mission driven entrepreneurs to create an impact a billion lives of those who live at the bottom of the pyramid.

Roles and Responsibilities as Founding CEO.

- Building a solid execution team which can drive the ecosystem effortlessly & help entrepreneurs in the ecosystem to flourish
- Understanding the entrepreneurship characteristics and needs of the region and design a fit-for-context strategy and execution plan to realize the vision.
- Designed ground up programs to democratize, inculcate and nurture entrepreneurship,
 - o Yuva Entrepreneurship to create awareness among students, identify and promote potential entrepreneurs
 - o Sandbox EDGE a pre-incubation program for first time and early stage entrepreneurs to achieve problem and idea validation along with learning of building blocks for their startup journey
 - o Sandbox Incubation a program to nurture mission driven entrepreneurs
- A catalyst in obtaining government and CSR support to bring in the best infrastructure like ESDM lab, Makers lab and world class work spaces in Hubli.
- Established Startup Dialogue the annual conference for startups hosted by Sandbox Startups, now bringing together over 400 entrepreneurs, 50+ mentors, investors and speakers to our ecosystem.
- Getting special Funding support from Govt. & investing the same against equity in our associated startups to ensure the self-sustainability. This was first of its kinds of funds which was made available for Startups in ecosystem. It would also attract co-investment from Investors. Helped startups to secure their first external investors funds, 7 rounds of investments so far a first for startups of the region.

Head of Operations and delivery (Feb 2014 to April 2016)

Zentron Labs Pvt Ltd, Bangalore (URL: <http://zentronlabs.com/>)

Zentron Labs automates the processes that require visual checking, using industrial cameras in conjunction with Computer Vision algorithms to deliver innovative and custom Machine-Vision solutions that perform automated visual inspection. Coupled with data analytics, its 100% quality that works 24/7.

As a system integrators, we differentiated ourselves in providing custom solutions to specific needs of our customers. At Zentron we had a perfect blend of multi-disciplinary experts to build complex solutions involving, Optics, Image processing, Vision algorithms, Mechanical engineering, Automation, Electrical and Electronics, fabrication, assembling and testing.

Previously worked as COO and Co-Founder

at Get2Galaxy Technology Solutions Pvt. Ltd (URL: www.get2galaxy.com)

Get2Galaxy is Solution Company, has built a cloud based cutting edge technology stack that can handle 10000+ concurrent users in an assessment. Offering most comprehensive online assessment tools like coding assessments, projects based, game based assessments along with regular multiple choice type assessments, covering end-to-end hiring solutions, with integrated applicant tracking and communication modules.

Targeting for SME's/MSME's/Startup's the platform would offer an edge to assess candidates and improve the quality of hires.

- Conceived the Business Plan & Pitch for "The Power of Ideas Contest -2012" at IIM – Ahmedabad. Selected among 15K applicants & awarded a \$10K grant from the Department of Science & Technology, India

National Manager- Technical at M/s ATeN Systems & Technologies Pvt. Ltd.

(www.atensystems.com)

ATeN Systems and Technologies Pvt Ltd is a leading CAD/CAM/CAE/PLM software solution provider in the higher and technical education sector. ATeN provides software solutions through its own network of channel partners across India.

Director at M/s Cadmaxx Solutions Pvt. Ltd. (www.cadmaxx.com).

CADMAXX SOLUTIONS is design service organization, has a proven track record in providing multi-dimensional solutions through our multiple spectrum of services including – Engineering Services, Staffing, Training, and software Products for many OEM's and Engineering service providers in the Aerospace, Automotive and General engineering verticals. Team which grew from 12 resources to more than 300 resources

Educational Qualification

- Bachelor of Engineering in Mechanical Engineering from S.L.N College of Engineering, Raichur.
- PGDBA from Symbiosis (Distance education)

References:

- **Dr. Gururaj Deshpande** (DESH) | Founder Deshpande Foundation; Chairman, Sparta Group LLC, Tejas Networks, India, Life Member – MIT Corporation at Massachusetts Institute of Technology
- **Mr. RamG Vallath** | Co-Founder, Zentron Labs, | Ex-COO, Airtel,
- **Mr. Vivek Pawar** | Chairman, Sankalp Semiconductor,

Other Key Engagements

Speaker at NABARD foundation Day 2019

Jury and Mentor – CityFix Labs, WRI

Jury at Elevate 2017